

SH/13/2022  
25<sup>th</sup> July, 2022

National Stock Exchange of India Ltd.,  
Exchange Plaza, 5<sup>th</sup> floor,  
Plot No. C/1, G. Block,  
Bandra-Kurla Complex,  
Bandra (East),  
MUMBAI – 400051

BSE Limited.,  
Market-Operations Dept.  
1<sup>st</sup> floor, New Trading Ring,  
Rotunda Bldg. P.J.Towers,  
Dalal Street, Fort,  
MUMBAI 400023

Sub. : Corporate Presentation- June, 2022

Sirs

Enclosed please find Corporate Presentation June, 2022

Please take the same on records

Thanking you,

Yours faithfully,  
For The Supreme Industries Ltd.



  
(R.J. Saboo)  
VP (Corporate Affairs) &  
Company Secretary






Encl.: a/a.

**The Supreme Industries Limited**

**Regd. Office :** 612, Raheja Chambers, Nariman Point, Mumbai 400021, INDIA.  
**CIN :** L35920MH1942PLC003554 **PAN :** AAACT1344F

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# INVESTOR PRESENTATION

Q1 – FY 2022-23



# FLOW OF THE PRESENTATION



- BUSINESS HIGHLIGHTS – Q1 FY 23
- Q1 FY23 FINANCIAL PERFORMANCE HIGHLIGHTS
- STANDALONE PROFIT & LOSS STATEMENT AS ON 30 TH JUNE, 2022
- Q1 FY23 KEY SEGMENT PERFORMANCE
- WORKING CAPITAL CYCLE
- A CURTAIN RAISER– THE SUPREME INDUSTRIES LTD.
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- SUSTANIBILITY
- AWARDS
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# BUSINESS HIGHLIGHTS – Q1 FY 23



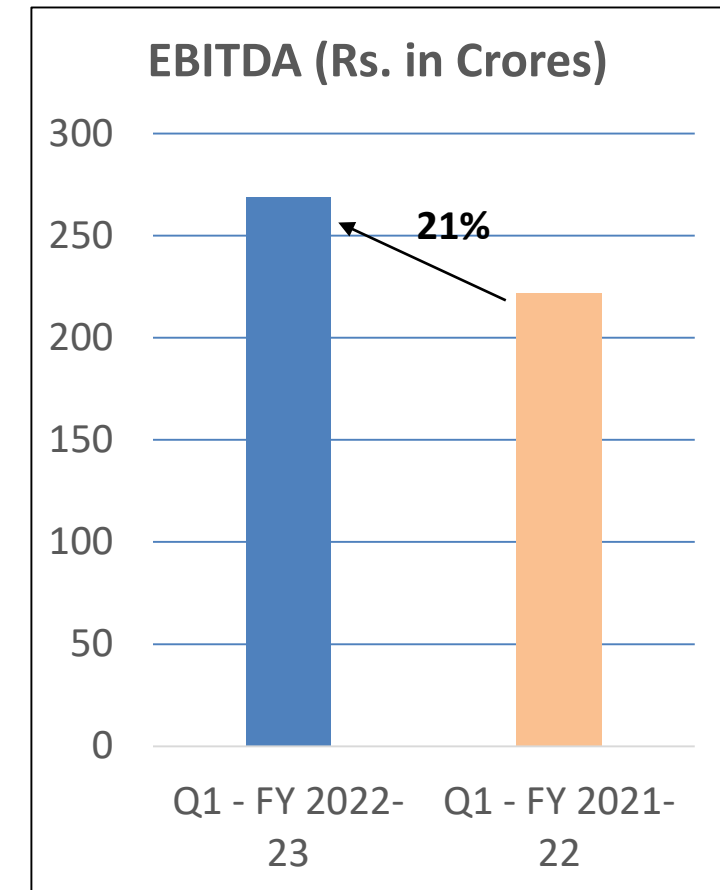
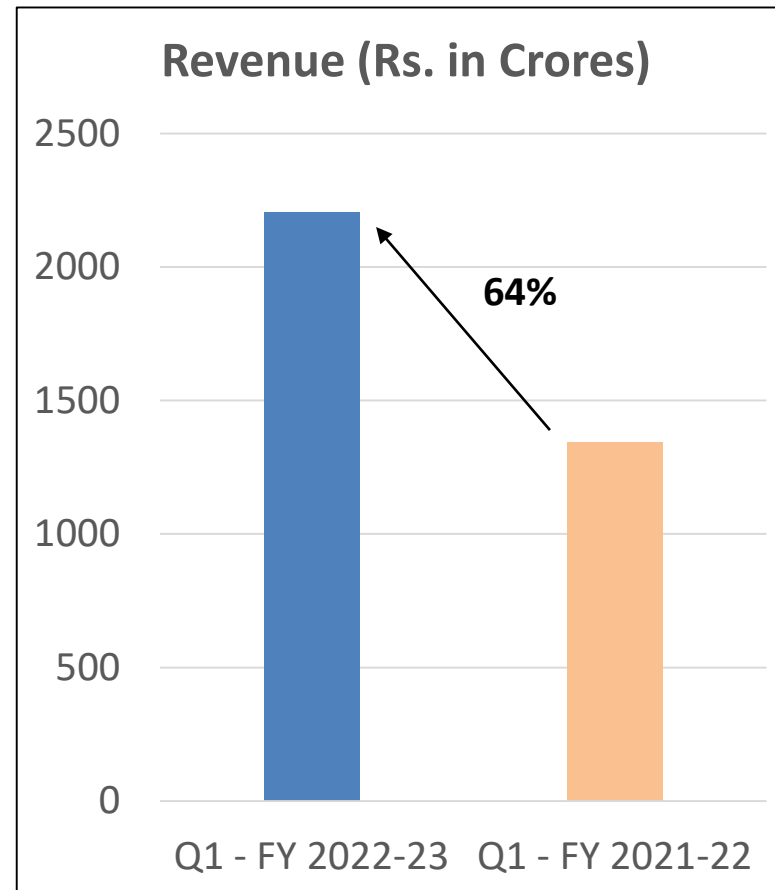
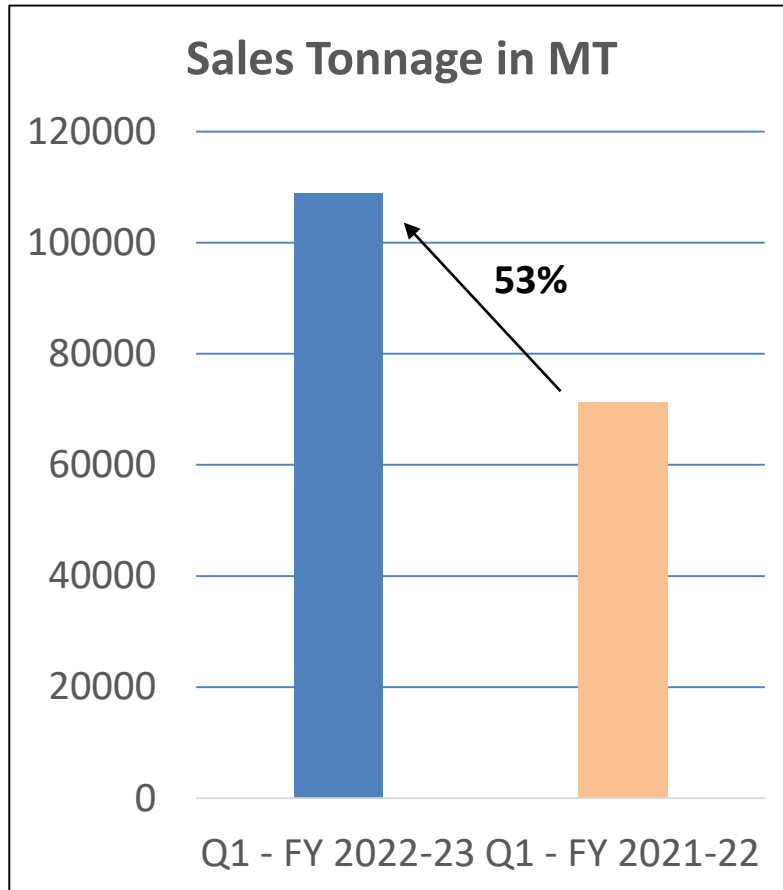
- Successful trials of Plastic piping Product plant at Guwahati (Assam) has been completed and the same has gone into commercial production w.e.f. 1<sup>st</sup> July'22.
- Raw Material Prices continue to slide down. The prices of different Polymers particularly for polypropylene (PP), Low Denier Polyethylene (LDPE) and Poly Vinyl Chloride (PVC) have gone down between Rs. 19 per kg to Rs. 46 per kg since beginning of the year till now i.e. a reduction between 13% to 32%. Severest fall among them is in PVC Resin where prices have fallen by Rs. 46 per kg. i.e. 32 % from beginning of the year.

# Q1 FY23 FINANCIAL PERFORMANCE HIGHLIGHTS



- For Q1 FY23, Revenue at ₹ 2206 crore compared to ₹ 1342 crore in Q1 FY22, grew by 64%
- Sales volume increased by 53 % at **108,922 MT** in Q1FY22 as compared to 71,264 MT in Q1FY22
- For Q1FY23, EBITDA at ₹269 crore compared to ₹222 crore in Q1FY22, grew by 21%
- EBITDA margin for Q1FY23 at 12.16% compared to 16.49% in Q1FY22
- For Q1FY23, PAT at ₹ 156 crore compared to ₹125 crore in Q1FY22
- Company continues to be Debt Free and having Cash surplus of Rs. 533 Crores at the end of June,2022

# Q1 FY23 FINANCIAL PERFORMANCE HIGHLIGHTS



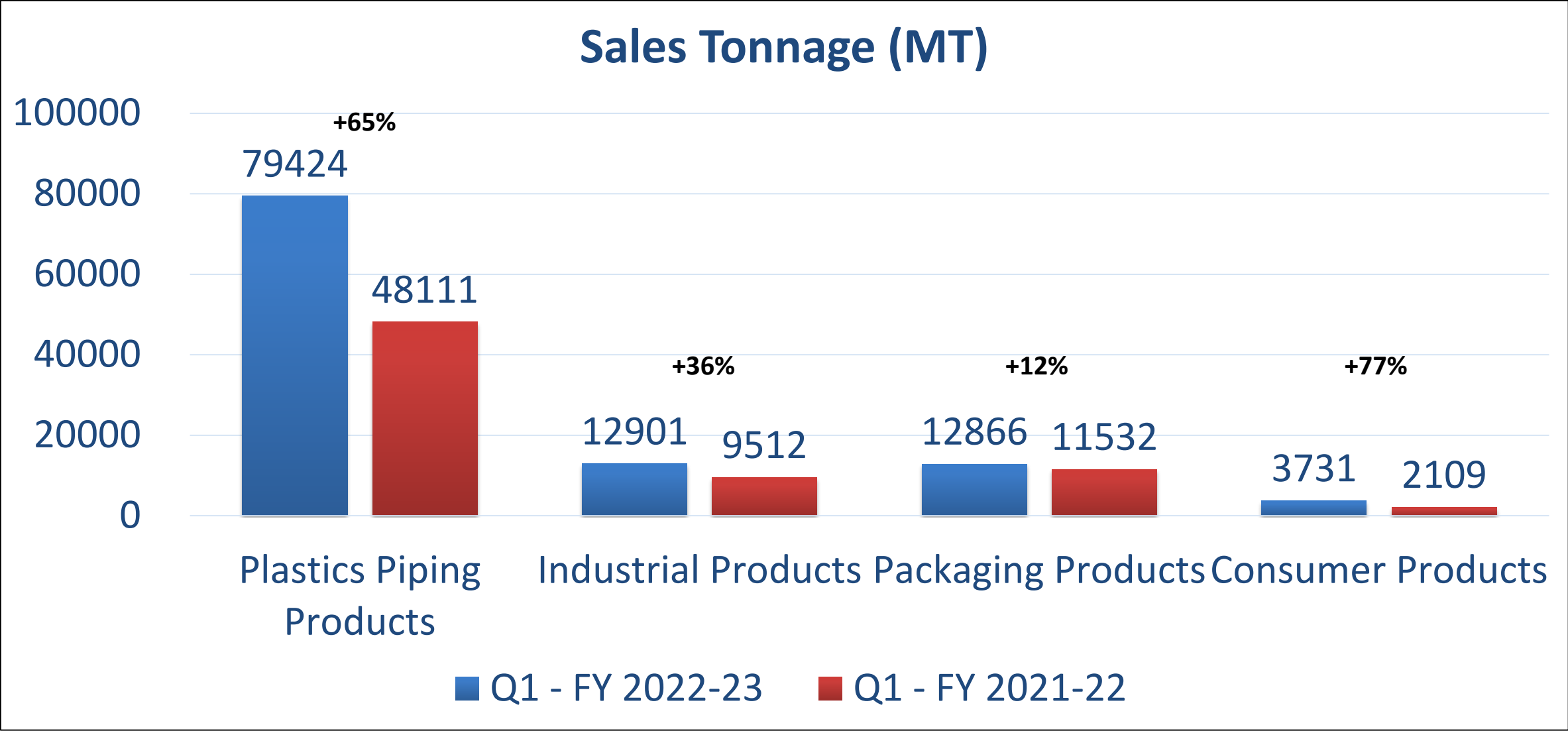
# STANDALONE PROFIT & LOSS STATEMENT AS ON 30th JUNE, 2022



Rs. in Crores

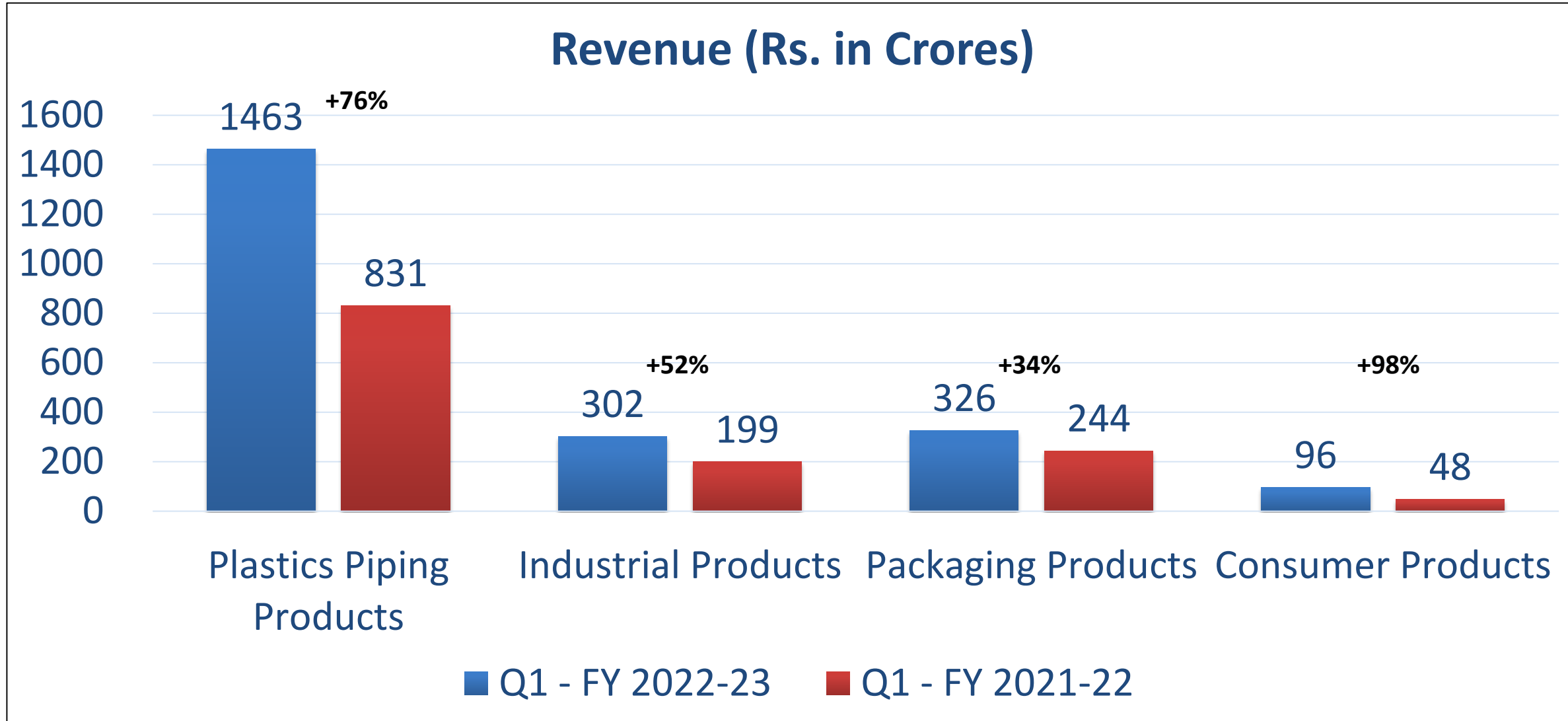
Particulars	Q1 FY23	Q1 FY22	Y-o-Y (%)	FY 2021-22
Revenue from operations	2205.98	1342.08	64%	7772.81
Raw Material Consumed	1622.41	866.21	87%	5353.16
Employee benefit expenses	90.79	80.13	13%	344.30
Other Expenses	223.98	173.76	29%	619.73
EBITDA	268.80	221.98	21%	1242.19
EBITDA (%)	12.16%	16.49%		15.84%
Depreciation	61.68	56.10	10%	229.52
EBIT	207.12	165.88	25%	1012.67
Other Income	4.55	4.32	5%	67.70
Finance Cost	1.63	2.13	-23%	5.15
PBT	210.04	168.07	25%	1075.22
Tax Expenses	54.30	42.96	26%	263.33
PAT	155.74	125.11	24%	811.89
EPS (in INR)	12.26	9.85	24%	63.91

# Q1 FY23 KEY SEGMENT PERFORMANCE

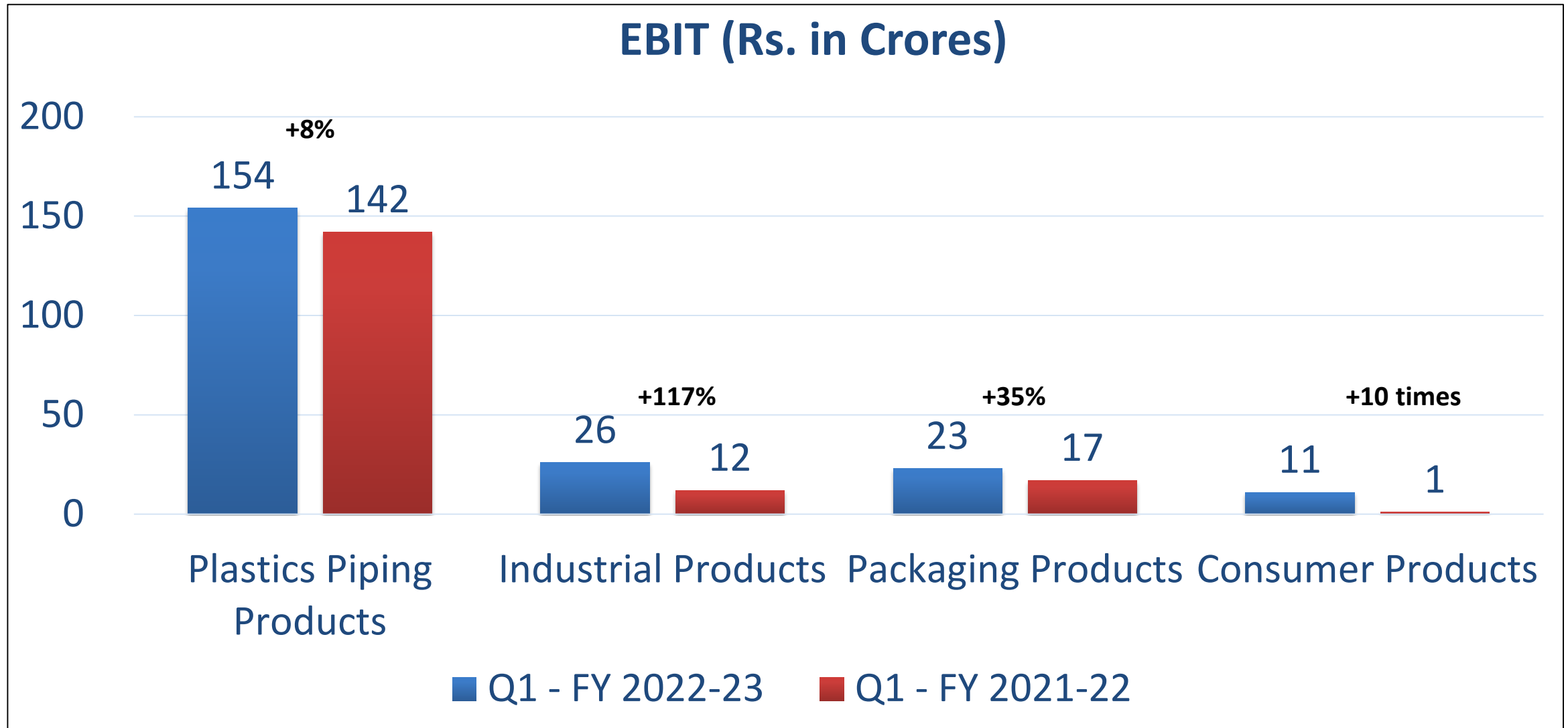




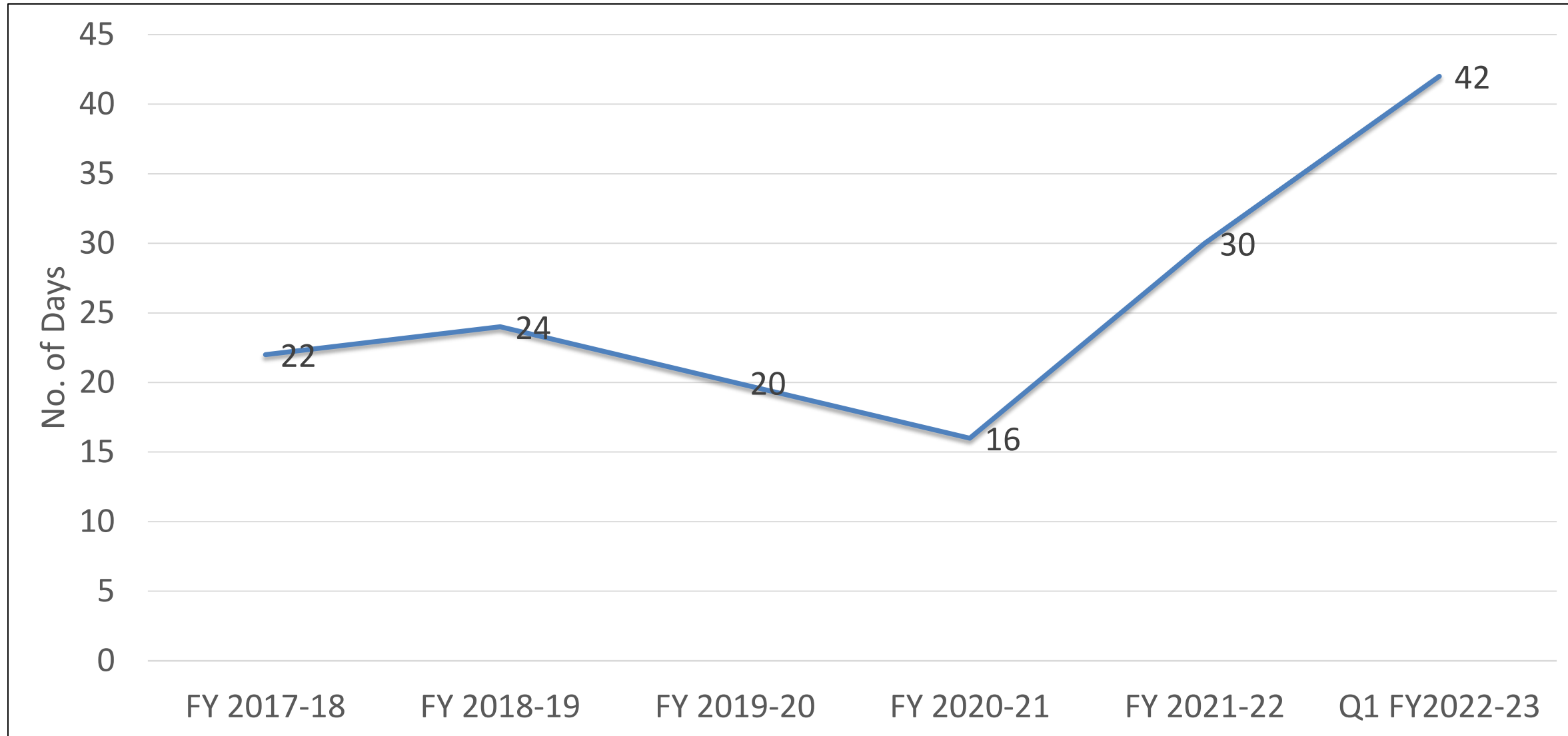
# Q1 FY23 KEY SEGMENT PERFORMANCE



# Q1 FY23 KEY SEGMENT PERFORMANCE



# WORKING CAPITAL CYCLE



# A CURTAIN RAISER– THE SUPREME INDUSTRIES LTD.



## VISION STATEMENT

“TO GROW BUSINESS WITH DIGNITY & RESPECT”

## CORE VALUES

- INTEGRITY
- CUSTOMER’S DELIGHT
- CONTINUOUS IMPROVEMENTS & INNOVATIONS
- UNCOMPROMISING QUALITY
- EMPOWERMENT TO INDIVIDUALS

## MISSION STATEMENT

- To conduct business with ethical practices and WALK OUR TALK
- To offer consistent products Services with uncompromising quality supported by continuous improvements and Innovations, thereby exceeding Customer Expectations
- To ensure the culture of utmost respect and empowerment to individuals and be catalyst in enhancing their competencies

# THE SUPREME INDUSTRIES LTD. AT A GLANCE



## Industry

Plastics and related products

## Business

## Highlights

- One of the largest plastic processor in India, with a sale of above 4 lakh MT annually
- Presence in the Indian plastic industry for over 55 years under present management
- Diversified revenue model with a large product portfolio across 4 verticals.
- 25 plants situated across India with an asset base of over Rs. 3500 crores and 3 more Plant envisaged along with several brown field expansion Capex of about Rs. 700 Crores planned in 2022-23.
- Bank Loan Rating : CRISIL AA+/Stable  
Short Term Debt Programme Rating : CRISIL A1 plus
- Market Capitalisation

Year	31- Mar-17	31- Mar-19	31- Mar-20	31- Mar-21	31- Mar-22	30- June-22
Rs. in Cr.	13879.59	14193.35	11025.93	25947.78	25954.77	22439.30
US\$ in Million	2138.28	2052.40	1457.20	3549.14	3424.45	2841.41

# THE SUPREME INDUSTRIES LTD. AT A GLANCE



## USP

- Manufacturing facilities spread across the country.
- Diversified product portfolio with established Brand Equity
- Significant Market Share in each of the verticals
- Strong Cash Flows to fund expansion plans
- Pan India Distribution Network and Reach
- Consistent increase in revenues from speciality and value added products
- Cost efficient raw material procurement capability
- User of diverse plastics materials
- Invulnerable from import substitutes.
- Optimisation of value - Buy Back of shares
  - Higher ROCE
  - Liberal dividend payout

# ORGANISATION & MANAGEMENT TEAM



## Board of Directors

B L Taparia, Chairman

M P Taparia, Managing Director

S J Taparia, Executive Director

V K Taparia, Executive Director

R Kannan

Rajeev M Pandia

Sarthak Bahuria

Ms. Ameeta Parpia

## Management Team

- A K Tripathi, Exe. Vice President (Plastic Piping System)
- V L Malu, Exe. Vice President (Industrial Components)
- P C Somani, Chief Financial Officer
- A K Ghosh, Exe. Vice President (Protective Packaging)
- S K Patnaik , COO (Protective Packaging Products)
- Pradeep Kamat, Vice President ( Composite Cylinders)
- Sanjeev Jain , Vice President (Furniture)
- Siddharth Roongta, Vice President (Cross Laminated Films )
- R J Saboo , Vice President (Corporate Affairs) & Company Secretary
- Parag Prabhu, Vice President (Finance)
- Vivek Taparia, Vice President (Flexible Pkg. Film)
- Sanjay Mishra, Sr. GM (MHD)

# BUSINESS VERTICALS

## Plastic Piping Division



## Consumer Products



## Packaging Products

- Specialty Films
- Protective Packaging Products
- Cross Laminated Film Products



## Industrial Products

- Industrial Component
- Material Handling Division
- Composite LPG Cylinders





# GLIMPS OF NEW PRODUCT INTRODUCED



**Brass Compression Fittings**



**Electrofusion Fittings**



**PP Compression Fittings**



**Injection Moulded Fittings**



**Ecosil Blow-moulded Tanks**

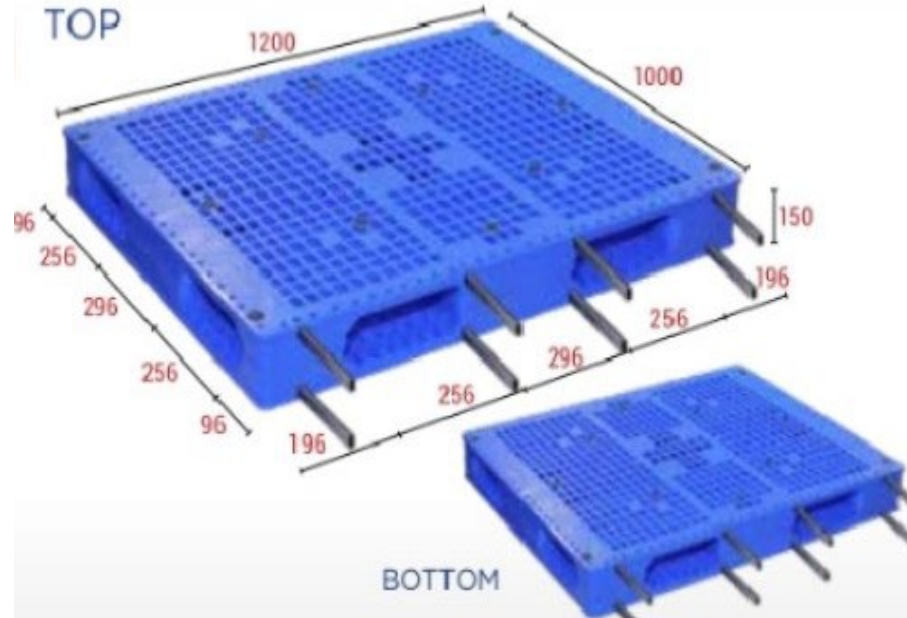


**New Product Details-Aquakraft (Bath Fittings)**

# GLIMPS OF NEW PRODUCT INTRODUCED



45 Litre Dust Bin with Lid - Pedal operated



New Pallet - 1200x1000x160mm  
Reversible Pallet with 8 steel rod provision



40 Lit Dust Bin with swing Lid

# GLIMPS OF NEW PRODUCT INTRODUCED



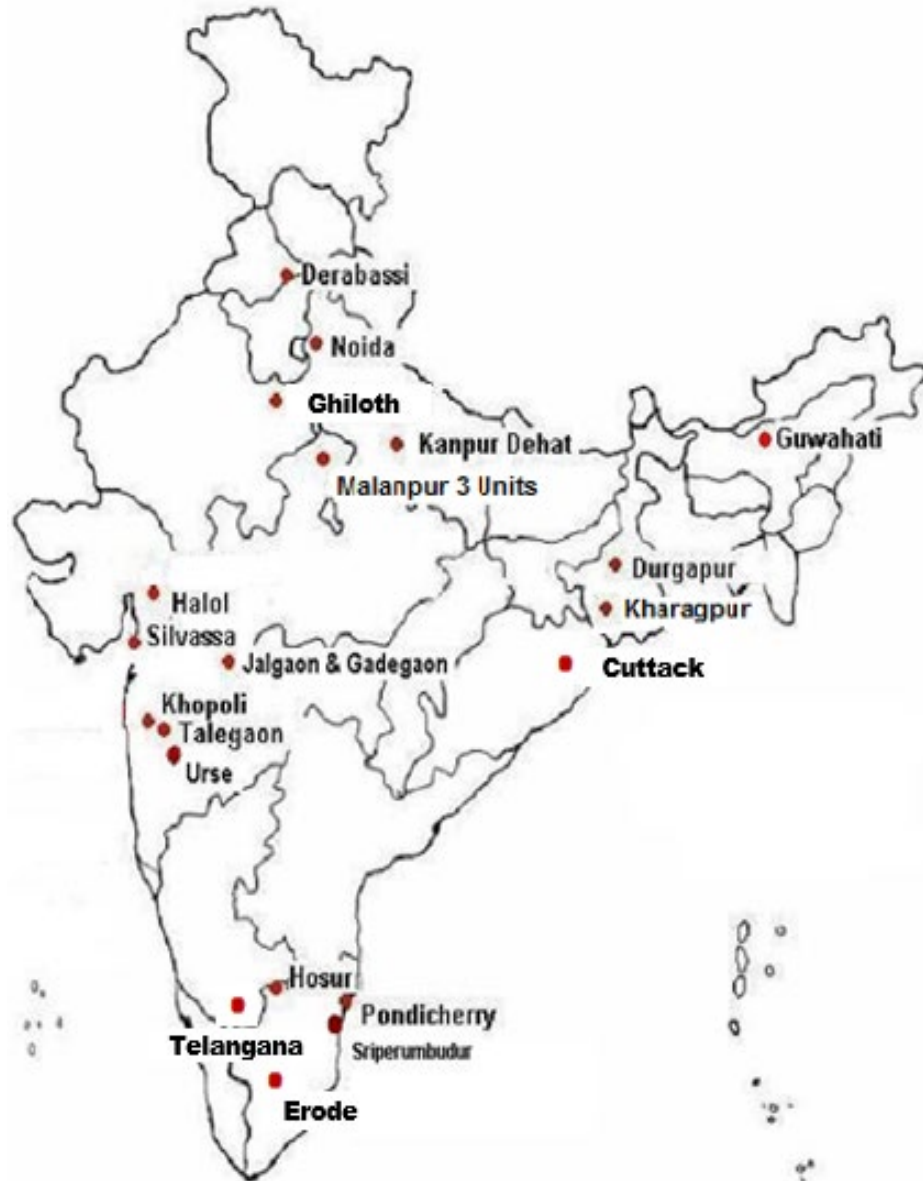
60 Micron Aluminum with NBR Foam



Glass Cloth with XLPE (Left Side )

**Protective Packaging Products**

# PLANT LOCATIONS



Sr No	Location	Industrial Products	Consumer Products	Packaging Products	Plastic Piping	Composites
1	Derabassi (Punjab)	✓	✓			
2	Durgapur (West Bengal)	✓	✓			
3	Gadegaon (Maharashtra)	✓	✓	✓	✓	
4	Ghiloth (Rajasthan)	✓				
5	Guwahati – Unit I (Assam)		✓			
6	Guwahati – Unit II (Assam)				✓	
7	Halol – Unit I (Gujarat)			✓		
8	Halol – Unit II (Gujarat)			✓		
9	Halol – Unit III (Gujarat)			✓		
10	Halol – Unit IV (Gujarat)					✓
11	Hosur Unit (Tamil Nadu)			✓		
12	Jadcherla (Telangana)	✓	✓	✓	✓	
13	Jalgaon – Unit I (Maharashtra)				✓	
14	Jalgaon – Unit II (Maharashtra)				✓	
15	Kanhe (Maharashtra)	✓				
16	Kanpur (Uttar Pradesh)				✓	
17	Kharagpur (West Bengal)		✓	✓	✓	
18	Khopoli (Maharashtra)			✓		
19	Malanpur – Unit I (Madhya Pradesh)			✓		
20	Malanpur – Unit II (Madhya Pradesh)			✓	✓	
21	Malanpur – Unit III (Madhya Pradesh)				✓	
22	Noida (Uttar Pradesh)	✓				
23	Puducherry (Union Territory)	✓	✓		✓	
24	Silvassa (Union Territory)			✓		
25	Sriperumbudur (Tamil Nadu)	✓				
26	Urse (Maharashtra)			✓		
27	Erode (Tamilnadu) - Proposed				✓	
28	Cuttack (Odisha) - Proposed				✓	

# VIRTUAL TOUR OF PLANTS



Mega Project at Gadegaon spread over 132 acres



Kharagpur



Jalgaon

# VIRTUAL TOUR OF PLANTS

**Supreme**<sup>®</sup>  
People who know plastics best



Malanpur



Jadcherla



Halol



Hosur



Derabassi



Khopoli

# VIRTUAL TOUR OF PLANTS

**Supreme**<sup>®</sup>  
People who know plastics best



Durgapur



Pondicherry



Ghiloth



Kanpur



Talegaon



Chennai



Silvassa



Urse



Noida

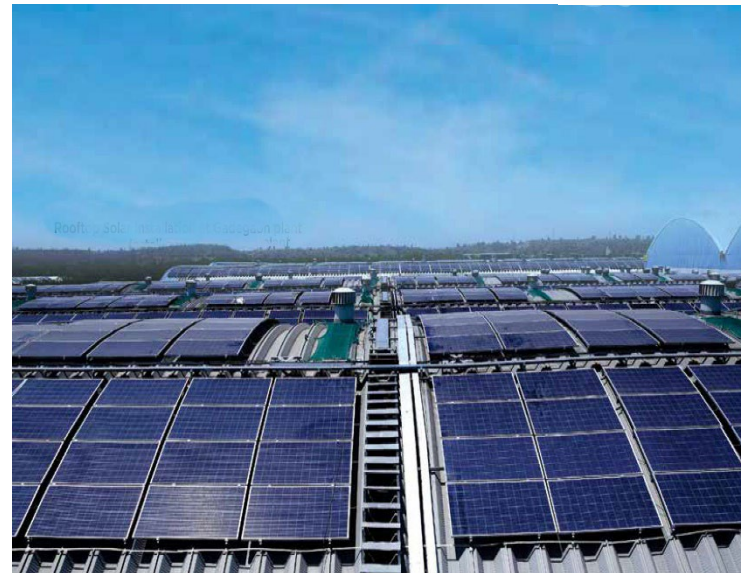
# SUSTANIBILITY

We are committed to sustainable use of plastic and constantly innovating to develop solutions. As a company, we take several measures to ensure that we walk the sustainability path. Few of our efforts are as follows

- ISO 14001 certification
- Lower carbon emission
- Renewable power usage
- Waste management
- CII certified green products
- Water and energy conservation



Solar Plants



Tree Plantation



# AWARDS

- Company has received prestigious **Dun & Bradstreet corporate award 2022** - winner under Plastic & Plastic Products category. This award is being received by the Company consecutively for more than a decade.



- Company has received **Export Awards** in various product categories through Plexcouncil (Plastic product export promotion council under ministry of Commerce)



The Plastics Export Promotion Council Award **Tarpaulin** 2020-21



The Plastics Export Promotion Council Award **Fitting for Pipes & Hoses** 2020-21

# A RESPONSIBLE CORPORATE CITIZEN



- Company's CSR arm "Supreme Foundation" has initiated a project to provide teachers for educating the students in Govt. Schools in Bikaner & Ajmer division, Ladnun Tehsil in Nagaur District, Sujangarh Tehsil in Churu District and Govt. Sanskrit Colleges in entire state of Rajasthan.
- **The Company's Gadegaon Unit, in furtherance of the above objectives undertakes following social work activities**
  - Supply of clean drinking water to the neighbouring villages of Gadegaon plant.
  - Provided sanitation facility for ladies at Gadegaon village & public convenience facilities at Jalgaon Town.
  - Provided decoratively constructed "Meditation Centre" of around 2,000 sq.ft. near the shrine of Sant Totaram Maharaj in Gadegaon village for the benefit of villagers.
  - Company has shown its commitment towards Physically Disabled persons by taking a mission "Positive towards Disabled People (PDP)", and provided employment opportunities.
  - Company provided Mobile Health Centre with all basic medical amenities in tribal and remote area of Dhadgaon in Dist Nandurbar.
  - Provided healthcare facilities & oxygen plant, other medical equipment etc. for Covid & other treatment at local hospitals in Rajasthan
- **Monetary Contribution towards**
  - Medical & healthcare Facilities
  - ITI's
  - Aurvedic Hospitals
  - Education
  - Upliftment of underprivileged
  - Green environment

**The Company is also actively engaged and working on Public / Private partnership mode for extensive work in the field of SANITATION & DRINKING WATER SUPPLY .**

# A RESPONSIBLE CORPORATE CITIZEN

## ✓ Providing Teachers and Lecturers In

- Government Primary & secondary schools in Ajmer & Bikaner Division ( Rajasthan) And Sanskrit colleges in Rajasthan
- Government Primary & secondary schools in Ladnun Tehsil in Nagaur District & Sujangarh Tehsil in Churu District (Rajasthan)



# A RESPONSIBLE CORPORATE CITIZEN

- ✓ Managing **Mobile Computer Buses** to impart learning of Computer education, Maths & science / English in village areas



# A RESPONSIBLE CORPORATE CITIZEN

- ✓ Providing **Basic infrastructure facilities in associated schools** like Girls Toilet, Drinking water Storage, school furniture and other educational accessories



ट्रस्ट द्वारा राजकीय विद्यालयों की बालिका क्रीड़ा प्रतियोगिता



ट्रस्ट द्वारा राजकीय उच्च माध्यमिक विद्यालय ऑडिट में निर्मित कक्ष का उद्घाटन

# A RESPONSIBLE CORPORATE CITIZEN

- ✓ Managing **Mobile Computer Bus** to impart learning of Computer education, Maths & science / English in village areas



# A RESPONSIBLE CORPORATE CITIZEN

- ✓ Mobilisation of **Oxygen Plants** at hospitals situated at Nagaur & Ladnun for the treatment of the patients affected by Covid -19 Pandemic



# A RESPONSIBLE CORPORATE CITIZEN

- ✓ **Public Sanitation Facility at**
  - Jalgaon in collaboration with Jalgaon Municipal Corporation
  - Jamner Taluka near Gadegaon Plant





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